

SABRUD CONSORTIUM LTD

RC 412003

CHARTERED ENGINEERING CONSULTANTS AND CONTRACTORS

COMPANY PROFILE

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1. INTRODUCTION

- 1.1 Sabrud Consortium is a Chartered Engineering firm registered with the Corporate Affairs Commission of Nigeria and incorporated on the 31st May, 2001.
- 1.2 Sabrud Consortium Limited is a consortium of multiple disciplines whose principal consultants have more than 100 years of cumulative experience. It has the following directors.
 - (1.2.1) AGIMA Foundation Ltd. (Engr. Bright Nwangwu)
 - (1.2.2) Engr. Chiso Nwangwu
 - (1.2.3) Mrs. Christiana Nwangwu
 - (1.2.4) MK Investments Ltd. (Mr. M.K. Mohlala; Former CEO, City Power, Johannesburg)
 - (1.2.5) Lybratech Nig. Ltd. (Barr. Uche Dumibe)
- 1.3 Sabrud Consortium is registered with Federal Ministry of Works and Housing, (FMWH), Power Holding Company of Nigeria (PHCN), Shell Petroleum Development Company (SPDC), Rivers State Government, Akwa Ibom State Government and Federal Ministry of Power and Steel (FMPS).
- 1.4 Sabrud Consortium is specialized in Design, Planning and implementing policies that enhance Power Distribution and Marketing.
- 1.5 Our reputation is based on past performances and our own record speaks for itself and has given us a unique blend of technical experience, commercial awareness and project management capability.

2. HEALTH, SAFETY AND ENVIRONMENT PHILOSOPHY

- 1.5 Sabrud Consortium believes that accidents can be avoided and that they do not just happen but they are caused.
- 1.6 Our aim is that no Sabrud activities should cause accidents and should not influence the environmental fields of water, air and land in a negative manner.

- 1.7 Sabrud Consortium endeavors not to waste energy resources and does not encourage degradation of environment in form of:
- Emission
 - Discharges
 - Waste dumping
- 1.8 We also insist that our clients and customers should develop a Health, Environmental and Pollution Control Philosophy.

3. MISSION STATEMENT

Sabrud Consortium is committed to providing 24 hours un-interrupted power distribution services, reduction of Aggregate Technical/Collection/Commercial (ATC&C) loss, energy sales and marketing services within Nigerian Electricity Regulatory Commission licensed area with the highest quality of service.

4. AIMS AND OBJECTIVES

- 3.1 Sabrud Consortium believes that developing good Customer Care Services improves easy collection of revenue from consumers.
- 3.2 Sabrud Consortium puts great premium on its employees to develop their potential within a harmonious working environment to the maximum possible extent.
- 3.3 Sabrud Consortium through research, training, workshops and seminars strives for continued improvement of services and guarantee the best in quality and cost of electricity.
- 3.4 Sabrud Consortium strives to reduce Aggregate Technical, Commercial and Collection losses in the Electricity Supply Sector of Commission Area.
- 3.5 Sabrud Consortium strives to reduce costs of services.
- 3.6 To establish effective customer care units within the licensed area.
- 3.7 To provide strong multi-disciplinary engineering services covering Power Distribution and Energy Sales/Marketing.

- 3.8 To use the vast technical ingenuity, experience, and exposure of members of the company to provide sound technical services, maintenance and operations services, material handling, review of engineering ethics, code of practices, standard and technical specification of materials, equipment and plants in relation to Nigerian environment.
- 3.9 To ensure that right services and values are obtained for every kobo spent on our projects.
- 3.10 Our primary aim is to ensure that after installation services are provided in all our projects, which our Chartered Engineering Specialists ensure that measurable parameters are established so that performance indicators are easily recognized by operators and users.
- 3.11 To demonstrate the need to take safety, health, fire, environmental and pollution controls into consideration in all facets of our practice.
- 3.12 To ensure that Hazard in Operations of all aspects of the projects are reviewed from concept to completion stages.
- 3.13 To ensure that adherence to Engineering ethics and values are strictly enforced and to provide safety and technical audits in order to create awareness for use of codes of practices, standards and technical specifications from conceptual stage to completion.

5. CAPABILITY OF SABRUD CONSORTIUM

- 4.1 Sabrud Consortium is specialized in power distribution, sales and marketing of energy. We apply modern technology in meter reading, billing and cash collection. We use the customer care system to feed back our error derivations with the aim of getting our target in:
- Technical loss reduction
 - Commercial loss reduction
 - Cost reduction in power distribution operations, maintenance, sales and marketing.
 - We are specialists in the provision of Wind – Turbines
 - We are specialists in provision of solar panels as source of power supply

- We market LED lamps as direct measure for reduction of power supply consumption

4.2 **Meter Maintenance and Operations**

We are specialists in energy meters, and power meters. We read and calibrate all types of meters; we carry out net-logging to determine the accuracy of installed meters.

We provide meter tamper proof boxes; we are specialist in maintenance and operation of pre-paid meters.

4.3 **Operation and Maintenance of Billing System**

We are specialists in billing operation, and maintenance of UNIX computer system, using spectrums software and AVR software. We have billed up to 140,000 non-MD customers and 800 MD customers.

We are specialists in design, development and installation of Account View softwares.

We are specialists in design, development and installation of management information system softwares in existing PHCN Spectrum and AVR operating computer centres.

We are specialists in sanitizing the existing PHCN Database with the result that has put to end areas of:

- Crazy billing
- Double billing
- Poor in billing ratio
- Erasing of consumer debts
- Late production of bills

4.4 **Customer Audits**

We are specialists in Routes Sequencing which is a technique with unique methodology for tracing the location, account, meter status and consumption pattern of individual consumers. This system facilitates meter reading, easy bill distribution and identification of defaulters.

4.5 **Revenue Collection Improvement Technique**

We are specialists in design, development and installation of computerized automatic cash receipting machine. By this technique we have eliminated the use of stubs.

We have designed, developed and installed softwares which make it possible for the computerized automatic cash receipting machines to communicate electronically with the main Computer Centers.

We are experts in online vending. We have installed and managed the Vsat network supporting the vending infrastructure of Enugu Electricity Distribution Zone.

We are specialists in the use of banks for collection of revenue instead of use of Kiosks which are prone to armed robbers.

We are specialists in development of good payment relationships with rural communities by encouraging bulk metering of rural community transformers and using the local chiefs as media for revenue collection.

We are specialists in development of jingles for enlightenment of customer on the need of paying their electricity bills. By so doing we defeated the spirit of unwillingness to pay.

We are specialists in production of customer friendly bills as to defeat the spirit of unwillingness to pay.

We are specialists in production of automatic defaults list and effecting prompt disconnection and penalizing of defaulting customers. By so doing collection ratio is improved.

4.6 Energy Sales/Marketing Specialists

We have in our employment capable and experienced Marketing Specialists who by use of route sequencing have closely identified all the customers in our area of operation, develop good relationship with the customers and help in advising the customer on how to optimize the use of energy and priorities their consumption in order to save energy.

We are specialists in evaluating the energy consumption pattern of all our consumer and render advice on individual basis on how to improve

power factor and reduce energy consumption and also improve the quality of power supply to the area by use of banks of capacitors as to improve power factor.

Our Marketers due to long experience have developed technique for identification of highly indebted customers. We also have developed high Marketing Technique for collection of outstanding debts.

Our Marketers are specialists in registration of new customers, identification of illegal connection and reclassification of tariffs for customers who are on unrealistic tariff class.

4.7 **Metering Specialists**

The hub of our success is due to the ingenuity of Sabrud Metering Specialist, who by use of high sensitive electronic equipment can easily project the energy, and power consumption of any consumer. Our Metering Specialists have put to an end in Onitsha/Nnewi Districts the following evil practices:

- Swapping of CT Leads
- Removal of CT fuses
- Breaking of meter seals
- Dropping of KVA meters
- Tampering of meters
- Arbitrary estimation

Our Metering Specialists have installed tamper proof boxes to cover all the MD meters in Nnewi District and Onitsha District.

Our Metering Specialists have recalibrated many MD and non MD meters which have not been done for many years in PHCN History.

Our Metering Specialists continually monitor performance of all meters in the Network.

4.8 **IT Specialists**

Sabrud has understood by experience that the work of IT Specialists constitutes the main hub of Revenue Cycle Management. Our IT Specialists have designed, developed software for:

- Evaluation of marketers performance

- Evaluation of marketing operators performance
- Evaluation of rapid response performance
- Evaluation of efficiency of management information tools
- Extraction of debtors list
- Evaluation of metered customer population and estimated customers population.
- Our IT Specialists by use of NEPAccs software can easily determine the energy consumption patterns of the district, service centre and area.

4.9 **Distribution of Power Supply**

- Sabrud Consortium Consultants are Specialists in power distribution from 132KV downwards. Sabrud Consortium and the sister company Agima Foundation Limited installed 2 x 15MVA 33/11 injection substation for Shell Petroleum Development Company Port Harcourt in 2002.
- Sabrud Consortium and Agima Foundation Limited are specialists in construction and installation of:
 - 33KV overhead lines
 - 33/11KV injection substation
 - 11/.415KV distribution transformers
 - 11KV Overhead lines
 - 415 Volts LT overhead lines
 - 33KV Switch brands
 - 11KV Switch brands

Sabrud Consortium Protection Engineers are highly experienced in testing, operation and maintenance of protection relays.

- Sabrud/Agima Engineers have many years experience in installation of 132/33KV bulk transformers and the associated substation indoor and outdoor switchgears.
- Sabrud undertakes all types of installation of underground cables and we have cable jointers, and furthers with many years of experience.

6. RURAL ELECTRIFICATION IMPLEMENTATION, SUPERVISION AND CONSULTANCY SERVICES

Sabrud Consortium (Nig.) Ltd in collaboration with its sister company, AGIMA FOUNDATION was saddled with the responsibility of extending power supply to rural dwellers in Anambra, Enugu, and Imo states all in the eastern part of Nigeria. Within three years of overseeing this project, Sabrud Consortium (Nig.) Ltd supervised the installation of 300 transformers and extended the network in all these three states by over 210 square kilometers. The effect of this project helped in providing rural access to power and relieving equipments that had been overstretched such as transformers and cables.

The Federal Government of Nigeria awarded this contract to Sabrud / Agima and empowered them to:

- Check working drawing and Bill of Quantities being used by the Contractors in the execution of the works.
- Ensure adequacy of the Contractors work programme.
- Appraise equipment and manpower situation and site office set up of the Contractors.
- Assess the quality of the on-shore materials utilized on the works.
- Ensure that the off-shore materials released to the Contractors are actually utilized and committed on the works.
- Monitor progress of the works on the project to ensure that the work schedule is satisfactorily followed and implemented in accordance with the working drawings.
- Evaluate the Contractors' work to ensure compliance with the standards and value for the money expended or to be expended on the project.
- Prepare and issue quarterly reports of the progress of the works.
- Vet payment certificates submitted by the Contractors.
- Submit detailed and accurate documentation and evaluation of the works in the zone.
- Create Rural Electrification Database at the Zone.

7. REVENUE CYCLE MANAGEMENT

Sabrud operated the Revenue Cycle Management contract for Onitsha and Nnewi Business Units of the Enugu Distribution Zone. Through the deployment of several strategies, Sabrud Consortium Ltd was able to raise the combine revenue of the two Business Units from N60,000,000.00 (Sixty Million naira) to N240,000,000.00 (Two hundred and forty Million naira) within four years. Some of the strategies deployed by Sabrud to achieve this feat include;

(a) Database Sanitization

- (b) Route sequencing of customers.
- (c) Aggressive metering
- (d) Creating of customer care centers
- (e) Prompt response to faults
- (f) Effective meter reading and billing
- (g) Investment in operational tools like vehicles, computers, automated cash receiving machines etc.

8. NATIONAL PREPAYMENT METERING PROGRAM

Sabrud Consortium Ltd was awarded the contract for the Procurement, Installation and management of 161,000 prepaid meters in Enugu Distribution zone in 2006. Sabrud was adjudged the best operator of the project after installing a total of 87,000 meters and successfully implementing the online vending technology.

Prior to the PPM, the cash collection of the zone was N750,000,000.00 (Seven hundred and fifty million naira) only. On completion of the PPM, the cash collection shot up to N950,000,000.00 (Nine hundred and fifty million naira) only due to Sabrud Commercial and revenue collection ingenuity.

9. FEDERAL MINISTRY OF POWER (SUPPLY AND INSTALLATION OF SINGLE PHASE AND THREE PHASE ELECTRONIC CREDIT METERS)

Having successfully executed the National Prepaid Metering Program, the Federal Ministry of Power awarded Sabrud a contract to procure and install 15,000 single phase and 10,000 three phase meters valued at N876,875,000.00 (Eight hundred and eighty six million, eight hundred and seventy five thousand naira) only. The LOTS are 4B and 4C.

The supply and installations of these meters had been concluded.

10. ENUGU ELECTRICITY DISTRIBUTION COMPANY (CONTRACT FOR THE SUPPLY AND INSTALLATION OF ONE THOUSAND THREE HUNDRED AND SIXTY ONE THREE PHASE LANDIS AND GYR PREPAID METERS)

In April, 2011, Enugu Electricity Distribution Company awarded Sabrud Consortium Ltd a contract for the supply and installation of One thousand three hundred and sixty one (1,361) Landis & Gyr three phase pre-payment meters.

The supply and installation of these meters had been completed. Following the satisfactory completion of the contraction, another contract was awarded to Sabrud to supply and install additional one thousand three hundred and sixty one (1,361) Landis & Gyr three phase prepayment meters. This job was concluded in 2012.

11. OTHER METERING PROJECTS EXECUTED BY SABRUD

- i. Supply and Installation of 3600 Nos of Single Phase and 750 Three Phase Prepaid Meters in Anambra, Imo and Abia States for Enugu Electricity Distribution Company.
- ii. Supply and Installation of Single Phase and Three Phase Electronics Credit Meters in Benin Electricity Distribution Company.

12. ENERGY MEASUREMENT DEVICES DEPLOYED

Sabrud Consortium Ltd has installed a lot of meters under various metering scheme of the Federal Ministry of Power and the Power Holding Company of Nigeria (PHCN). These meters range from single phase pre-payment meters, single phase electronic credit meters, three phase pre-payment meters, three phase electronic credit meters, Automatic Meter Reading devices (AMR using radio frequency, infrared, remote access terminals) and maximum demand meters of various categories (ZMD310, ZMG 410, ZMQ210, etc) all approved by the National Electricity Regulatory Commission (NERC).

Sabrud Consortium is a dealer of the following meters in Nigeria. They are;

A. PRE-PAYMENT METERS

1. Landis+Gyr single phase pre-payment meters (Power rail)
2. Landis+Gyr single phase pre-payment meters (Gemini)
3. Landis+Gyr three phase pre-payment meters.
4. Unistar single phase pre-payment meters
5. Unistar three phase pre-payment meters
6. Hexing single phase prepayment meters
7. Hexing three phase prepayment meters

B. ELECTRONIC CREDIT METERS

1. Landis+Gyr single phase electronic credit meters (AMPY 5235)
2. Landis+Gyr three phase electronic credit meters (AMPY 5219)
3. Hexing Electrical HXE 12 single phase electronic credit meter
4. Hexing Electrical HXE 34 three phase electronic credit meter

C. AUTHOMATIC METER READING DEVICES

1. Hand Held Units operated by Radio frequency
2. Hand Held Units operated by Infrared

D. MAXIMUM DEMAND METERS

1. Landis+Gyr Industrial+Commercial ZMD310AR/CR
2. Landis+Gyr Industrial+Commercial ZMG310AR/CR
3. Landis+Gyr Industrial+Commercial ZFG400AR/CR
4. Landis+Gyr Industrial+Commercial ZMG400AR/CR
5. Landis+Gyr Qualigrid ZMQ202, ZFQ202, ZCQ202

Sabrud Consortium Ltd has all the metering devices listed above in the store and has the human resources to deploy them to any of the distribution companies when the need arises.

We are authorized distributors of Hexing Electrical and Landis+Gyr products. We have the manufacturer's authorization, a distribution agreement and a memorandum of understanding with Hexing Electrical and Landis & Gyr to distribute their products in Nigeria.

13. FINANCIAL CAPABILITY

Sabrud Consortium maintains good account and has good banking relationship with FinBank now know as First City Monument Bank.

14. COMPANY'S ORGANOGRAM



